

Message Text

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ACTION MMO-02

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FM AMEMBASSY BRASILIA
TO SECSTATE WASHDC 9049
INFO AMCONSUL SAO PAULO

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C O R R E C T E D C O P Y (REFERENCE)

E.O. 11652: N/A
TAGS: AODE, EIND, BEXP, BR
SUBJ: MODE-JOINT COMMERCE STATE STAFFING FOR NEW TRADE CENTER AT
 SAO PAULO

REF: STATE 281727

1. I AM PERPLEXED AT PARA 5 OF REFTEL WHICH STATES, AFTER NOTING THAT THE WORKING GROUP HAD RECOMMENDED THE ALLOCATION OF ONLY ONE STATE AMERICAN POSITION FOR THE TRADE CENTER IN SAO PAULO, THAT THE ADDITIONAL AMERICAN POSITION WAS TO BE OBTAINED FROM OTHER SOURCES. WITH RESPECT TO THE LATTER POSITION, THE EMBASSY AND THE CONGEN HAVE ALREADY AGREED, THOUGH RELUCTANTLY, TO THE ABOLISHMENT OF ONE AMERICAN SECRETARIAL POSITION IN SAO PAULO AND WE HAVE ASSUMED THAT THIS POSITION WOULD THEN BE MADE AVAILABLE, IF NECESSARY, TO MEET ONE OF THE REQUIREMENTS FOR AMERICAN STAFFING AT THE TRADE CENTER.

2. I HOPE THAT REFTEL MERELY REFLECTS A TIME LAG IN WASHINGTON COORDINATION AND WE CAN CONSIDER THAT THE AMERICAN STAFFING REQUIREMENTS FOR THE TRADE CENTER HAVE BEEN MET.

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3. REFTEL FURTHER SUGGESTS IN PARA 5 THAT 3 OF THE 4 FSL POSITIONS TO BE SUPPLIED BY STATE FOR THE NEW TRADE CENTER BE OBTAINED BY REPROGRAMMING WITHIN BRAZIL. THE SAO PAULO TRADE CENTER REPRESENTS A TOTALLY NEW ACTIVITY IN BRAZIL, NOT SIMPLY A REORGANIZATION OF COMMERCIAL ACTIVITIES BEING CARRIED OUT AT PRESENT, AND THE ASSUMPTION OF STAFFING RESPONSIBILITIES WITHIN BRAZIL WOULD NECESSITATE A REDUCTION OF ELIMINATION OF FUNCTIONS NOW BEING PERFORMED BY STATE PERSONNEL IN OTHER ENDEAVORS. IT IS IMPORTANT THAT THE TRADE CENTER BE A SUCCESS

AND TO THIS END EFFECTIVE SUPPORT AND FOLLOW UP WORK BY THE EXISTING COMMERCIAL STAFF ARE ESSENTIAL. THE CENTER IS EXPECTED TO BRING 8 TO 10,000 NEW PROSPECTIVE PURCHASERS AND 200 U.S. EXHIBITORS INTO THE BUILDING IN WHICH THE SAO PAULO COMMERCIAL SECTION WILL BE HOUSED. THIS WILL INEVITABLY GENERATE CONSIDERABLY MORE WORKLOAD FOR THE COMMERCIAL SECTION AND MUCH OF THE VALUE OF THE TRADE CENTER TO OUR EXPORT PROMOTION PROGRAM WILL BE LOST IF APPROPRIATE FOLLOW UP IS NOT ACCOMPLISHED. THEREFORE, LOOKING TO EXISTING ECON/COMMERCIAL STAFFS TO PROVIDE PERSONNEL FOR THE STAFFING OF THE TRADE CENTER WOULD BE ENTIRELY SELF-DEFEATING.

4. AFTER CAREFULLY CONSIDERING AVAILABILITIES ELSEWHERE IN BRAZIL, THE EMBASSY HAS SUCCEEDED IN LOCATING TWO FSL POSITIONS WHICH COULD BE MADE AVAILABLE, ALTHOUGH AT SOME COST TO OTHER PROGRAMS. THE OTHER TWO WILL HAVE TO COME FROM AN INCREASE IN LOCAL POSITIONS.

5. DURING PRINCIPAL OFFICERS' CONFERENCE HELD IN BRASILIA NOVEMBER 29 AND 30, THERE WAS AN EXTENSIVE REVIEW OF REQUIREMENTS OF NEW SAO PAULO TRADE CENTER, AS WELL AS LONG STANDING NEEDS OF CONGEN SAO PAULO. THE PRECEEDING PARAGRAPHS CONTAIN EMBASSY'S VERY CAREFULLY CONSIDERED VIEW ON STAFFING OF TRADE CENTER, WHILE THE FOLLOWING DEALS SPECIFICALLY WITH THE REQUIREMENTS OF THE CONGEN.

6. CONGEN IS EXPECTED TO PROVIDE NORMAL ADMINISTRATIVE SUPPORT TO THE TRADE CENTER TO INCLUDE CONTRACTING, BUDGET PROCESSING, LIMITED OFFICIAL USE
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PERSONNEL AND OTHER SUPPORT SERVICES, YET ATTENTION HAS BEEN FOCUSED ON THE STAFF OF THE TRADE CENTER WITH WHAT EMBASSY REGARDS AS INADEQUATE CONSIDERATION OF ALREADY OVERWORKED AND UNDERSTAFFED ADMINISTRATIVE SECTION IN CONGEN. THIS SECTION HAS ALREADY UNDERTAKEN SIGNIFICANT SUPPORT TO TRADE CENTER AND WITH ARRIVAL OF NEW STAFF MEMBERS, SECTION MUST ASSIST WITH CUSTOMS CLEARANCES OF PERSONAL EFFECTS AND OTHER OFFICIAL SHIPMENTS, LEASING, LOCAL EMPLOYEE HIRING AND SECURITY CLEARANCES, LICENSING OF POVS, PROCESSING OF ALLOWANCES AND A MYRIAD OF MISCELLANEOUS SERVICES.

7. WHEN POSITIONS MUST BE CUT, IT IS FREQUENTLY THE ADMINISTRATIVE SECTION THAT SUFFERS FIRST. LOOKING BACK 10 YEARS, THE AMERICAN ADMINISTRATIVE STAFF OF THE CONGEN SAO PAULO INCLUDED AN ADMINISTRATIVE OFFICER, AN ADMINISTRATIVE ASSISTANT, A SECRETARY AND TWO C AND R OFFICERS, IN ADDITION TO THE FSL COMPLEMENT. THE POSITIONS OF THE AMERICAN AND LOCAL SECRETARIES WERE ABOLISHED IN THE LATE 60'S, THE ADMINISTRATIVE ASSISTANT POSITION WAS ABOLISHED IN 1972 AND THE SECOND C AND R POSITION WAS ABOLISHED IN 1974. THE POST PRESENTLY HAS ONE AMERICAN ADMINISTRATIVE OFFICER AND ONE C AND R OFFICER AND C AND R BACKUP IS NOW PROVIDED BY ONE OF THE THREE AMERICAN SECRETARIES. IT

SHOULD BE NOTED THAT ONE OF THESE THREE AMERICAN SECRETARIAL POSITIONS HAS BEEN ABOLISHED TO PROVIDE AN AMERICAN POSITION FOR THE TRADE CENTER AND C AND R BACKUP WILL PRESENT A PROBLEM. DESPITE THESE CUTS, THE ADMINISTRATIVE STAFF HAS TAKEN ON THE SUPPORT FOR THE MSG DETACHMENT ESTABLISHED IN JUNE 1975, THE DEA OPERATION ESTABLISHED IN OCTOBER 1975 AND THE COMMERCIAL COUNSELOR POSITION TRANSFERRED TO SAO PAULO AS OF OCTOBER 1976.

8. THE CONGEN BELIEVES AND EMBASSY SUPPORTS THAT DUE CONSIDERATION MUST BE GIVEN TO AMERICAN STAFFING IN SAO PAULO ALONG THE FOLLOWING GENERAL LINES:

A) ESTABLISHMENT OF AN AMERICAN GSO POSITION. A RECENT GAO TEAM WHICH REVIEWED CONGEN FUNCTIONS, RECOMMENDED THE ESTABLISH-LIMITED OFFICIAL USE
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MENT OF THIS POSITION AS DID THE FOREIGN SERVICE INSPECTORS IN THE FALL OF 1975. IT SHOULD BE EMPHASIZED THAT THESE RECOMMENDATIONS WERE MADE IN CONSIDERATION OF THE PRESENT WORKLOAD OF THE SECTION AND DID NOT CONSIDER THE ADDITIONAL SUPPORT REQUIRED FOR THE TRADE CENTER. THE POSITION COULD BE FSO OF FSSO AND WOULD REQUIRE A RELATIVELY JUNIOR OFFICER BUT ONE WITH AT LEAST ONE POST GENERAL SERVICES EXPERIENCE. TO PARTIALLY OFFSET THE ESTABLISHMENT OF THIS POSITION FROM A PURELY FINANCIAL POINT OF VIEW, CONGEN WOULD BE PREPARED TO ABOLISH A SENIOR FSL GENERAL SERVICES POSITION.

B) UNCLASSIFIED MAIL CLERK, FSL. THE ESTABLISHMENT OF THIS POSITION WAS RECOMMENDED BY THE INSPECTORS IN MARCH 1973 AND AGAIN IN OCTOBER 1975. HERE TOO, THE RECOMMENDATIONS WERE BASED UPON EXISTING WORKLOAD WITHOUT REGARD TO INCFREASE WORKLOAD RESULTING FROM ESTABLISHMENT OF THE TRADE CENTER.

C) ALTHOUGH THE CONGEN HAS RECOMMENDED ESTABLISHMENT OF A CHAUFFEUR/MESSENGER POSITION AND HAS RECOMMENDED AN ADDITIONAL VEHICLE, VAN OR CARRYALL, AND DRIVER FROM THE CONGEN TO BE USED FULL TIME BY THE TRADE CENTER, THE EMBASSY BELIEVES THESE TWO POSITIONS COULD BE COMBINED INTO ONE. REPORTEDLY, COMMERCE IS AGREEABLE TO THE PURCHASE OF A CARRYALL/VAN TYPE VEHICLES FOR THE TRADE CENTER AND WOULD FUND THE PROPOSED CHAUFFEUR/MESSENGER POSITION.

ACTION REQUESTED: IT IS REQUESTED THAT THE DEPARTMENT REVIEW THESE REQUIREMENTS IN THE LIGHT OF INCREASED ADMINISTRATIVE WORKLOAD RESULTING NOT ONLY FROM THE EXPANSION OF STAFF AND FACILITIES IN THE CONGEN BUT FROM THE ANTICIPATED INCREASES IN DEMAND FOR ADMINISTRATVIE SUPPORT RESULTING FROM THE ESTABLISHMENT OF THE TRADE CENTER.

9. IN VIEW OF THE NECESSITY TO MOVE RAPIDLY ON STAFFING FOR SAO PAULO IT IS REQUESTED THAT THE DEPARTMENT RESPOND SOONEST.

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